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IN THE UNITED STATES DISTRICT COURT  
NORTHERN DISTRICT OF ILLINOIS – EASTERN DIVISION

FOR YOUR EASE ONLY, INC.,  
an Illinois Corporation,

Plaintiff,

v.

NATURAL SCIENCE INDUSTRIES, LTD.,  
a New York Corporation,

Defendant.

Civil Action No. 02 C 1584

RECEIVED

MAY 13 2003

OFFICE OF PETITIONS

**Declaration of Dimitri Joly**

Dimitri Joly declares as follows:

1. I am a French citizen and the President of Joly Marion France S.A., 696 route du Villard, 38250 Lans en Vercors, France, a French business entity whose business is the design, manufacture and distribution of kitchen and tabletop items. Joly Marion has been in business since July 1994.

2. In the early 1990's I created and designed a series of trays and similar flat items having a series of receptacles therein in which were placed decorative items, such as dried flowers, seeds, and the like, arranged in an attractive and decorative patterns. In about 1994 I began to formulate an idea for a similar type of product in the

Q.

form of a partitioned dish or bowl which would allow the display of decorative items without destroying the bowl's functionality.

3. In 1996 I attended a Paris trade show and became aware that EMSA-WERKE of Emsdetten, Germany and its French counterpart, EMSA-France S.A.R.L. were offering a line of acrylic bowls which appeared to me to be appropriate for inclusion in my new product idea. Annexed hereto as Exhibit 1 are copies of the cover and page 53 from EMSA's 1996/97 housewares catalog which depict the bowls. I particularly recognized that EMSA's 30cm bowl could be used in conjunction with a vertically-partitioned outer bowl or holder to create a compartmentalized structure which could be filled in the manner of the trays which I was selling and which would compliment that line.

4. I met with EMSA personnel and with EMSA developed a partitioned holder, to be manufactured by EMSA, dimensioned to receive the EMSA 30 centimeter diameter bowl therein. Annexed hereto as Exhibit 2 are photocopies of blueprints prepared and proposed by EMSA for the two-piece construction, dated June 1997, showing EMSA's No. 2515 bowl inside the proposed holder or shell. Annexed hereto as Exhibit 3 is a true copy of Joly Marion's initial contract with EMSA to purchase 30,000 units of both the EMSA 30 cm bowl and holder as a two-piece bowl construction. As purchased from EMSA, each of the units consisted of an inner 30 centimeter diameter bowl and an outer partitioned shell. The two pieces were separate. The purchased

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construction has remained the same to the present. Annexed hereto as Exhibit 4 is a photograph of a bowl and shell as received from EMSA.

5. Upon receipt, personnel in my factory attach the bowl and shell with glue. The partitions between the inner and outer walls are filled with decorative materials. The acrylic disc shown in the blueprint is fabricated in my factory and glued into the access opening at the bottom of the construction. This methodology has been continuously used by Joly-Marion to the present. Annexed hereto as Exhibit 5 is a photograph of an acrylic disc with a protective film covering which is removed before the disc is installed.

6. My line of filled bowls was first presented publicly at the September 1997 Maison & Objet trade show in Paris. Annexed hereto as Exhibit 6 is a copy of the cover and page 184 of the trade show catalog, depicting Joly-Marion as an exhibitor. While the bowls are not shown on the page, my previously developed partitioned tray line is shown.

7. By June 1998, Joly Marion was selling and shipping its salad bowls to the United States. Annexed hereto as Exhibit 7 is an invoice to one of our United States customers, Splendors of Versailles, Jackson, Mississippi. Annexed hereto as Exhibit 8 is an invoice to our distributor, Romancing Provence Ltd. of New York New York, shipping the bowls to its St. Albans, New York warehouse. We have continued to export the bowls to the United States from June 1998 to the present.

11.

8. Our partitioned salad bowls have been presented and sold to the public and trade by our U.S. distributor through U.S. trade shows and in their showrooms. Annexed hereto as Exhibit 9 is a true copy of pages from the April 26, 1999 issue of HFN, a trade publication, which presents a photograph of our divided bowl as available at the showroom of Romancing Provance at 225 Fifth Avenue, New York, New York.

9. Our divided bowl has been continuously shown and displayed in catalogs and promotional materials since its introduction. Annexed hereto as Exhibit 10 is a true copy of the cover and page 33 from the Christmas 1998 issue of Cadeaux magazine.

10. Since introduction of our line, the construction of our bowl has been the same, although we now also offer a smaller bowl with the identical structure, as well as other similarly-partitioned items. An inner bowl is supported within an exterior, partitioned divider. The assembly of the two elements forms a series of receptacles between the inner and outer walls. After filling, a cover is placed over the access aperture to maintain the items in place. Because of the nature of the small decorative items inserted into the apertures, a thin wand or stick is utilized to assist in positioning the items as required. Annexed hereto as Exhibit 11 is a photograph taken at my factory showing employees using the sticks to arrange the decorative items. This methodology has been continuously employed for positioning the decorative items even



prior to the time we first started making our bowls, and continues to today. Exhibit 12 is a copy of the cover page and several inner pages of our 2002 catalog, showing current bowls having the same construction, along with other partitioned items. These items continue to be exported to the United States.

11. I have seen a copy of plaintiff's U.S. Pat. No. 6,325,211. To the best of my understanding, the construction depicted therein is identical to the construction of the Joly-Marion divided bowl, except that the patent does not show that the cover can be glued on. Even the number of dividers (15) is identical to the number of dividers in our bowl.

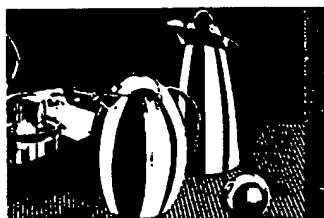
I declare under penalty of perjury under the laws of the United States of America that the foregoing is true and correct.

Executed on 7<sup>th</sup> Mar, 2002

  
\_\_\_\_\_  
DIMITRI JOLY

## **EXHIBIT 1**

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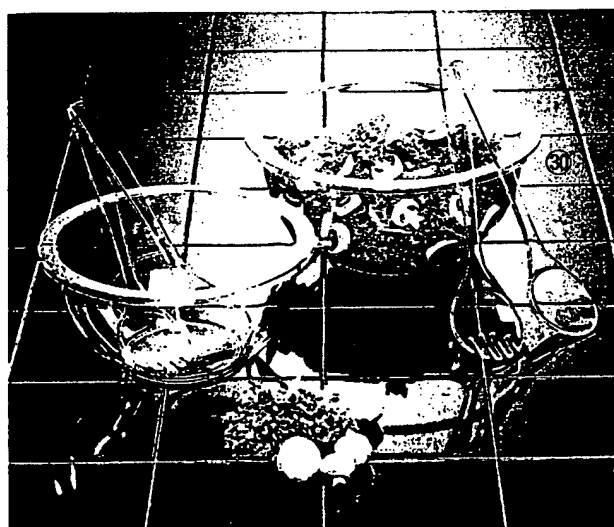
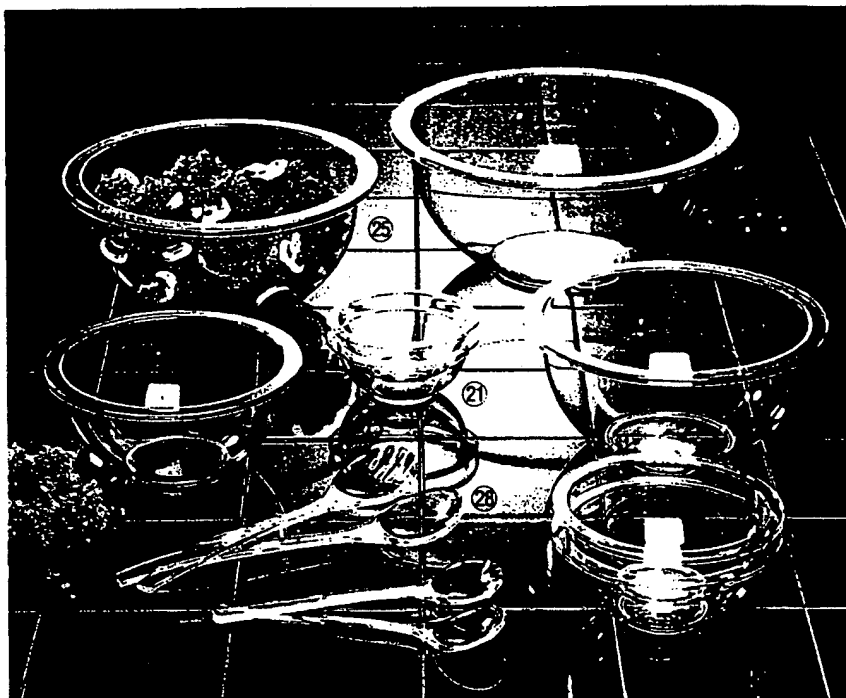


# HOUSEWARES CATALOGUE 1996/97





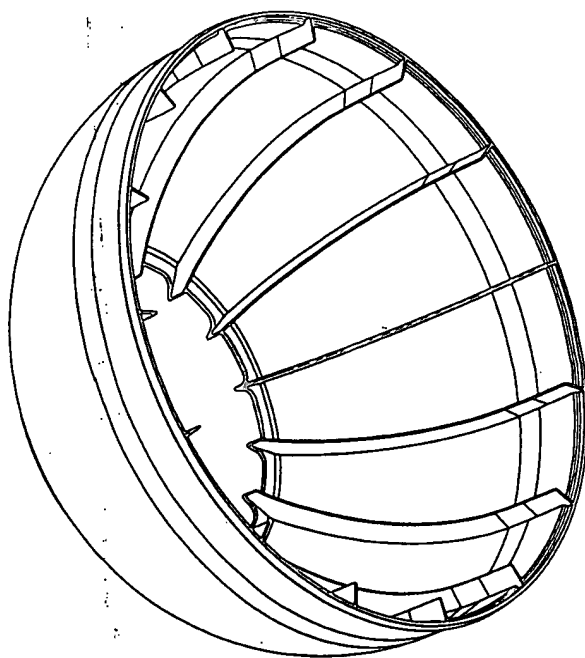
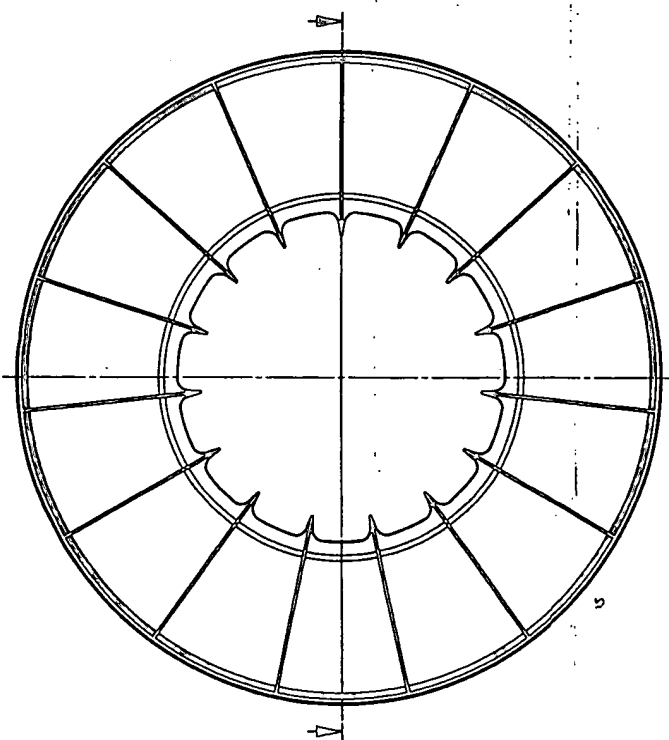
Modern forms and practical sizes underscore the excellence of the EMSA salad collection.



Art.-No.	cm	Col.	EX	BAR-Code	Description	UNIT	
4009049							
①	0143	14	02	02	124780	Set of small bowls, 2-pcs., 14 cm ø, yellow ring	3
②	0143	21	02	00	120973	Salad bowl with yellow ring, 21 cm ø	3
③	0143	24	02	00	120850	dito, 24 cm ø	3
④	0143	27	02	00	120898	dito, 27 cm ø	3
⑤	0145	32	02	00	121031	Salad servers with yellow knob, 32 cm	5
⑥	0143	14	03	02	124797	Set of small bowls, 2-pcs., 14 cm ø, red ring	3
⑦	0143	21	03	00	120966	Salad bowl with red ring, 21 cm ø	3
⑧	0143	24	03	00	120843	dito, 24 cm ø	3
⑨	0143	27	03	00	120881	dito, 27 cm ø	3
⑩	0145	32	03	00	090658	Salad servers with red knob, 32 cm	5
⑪	0143	14	07	02	124803	Set of small bowls, 2-pcs., 14 cm ø, black ring	3
⑫	0143	21	07	00	120980	Salad bowl with black ring, 21 cm ø	3
⑬	0143	24	07	00	120867	dito, 24 cm ø	3
⑭	0143	27	07	00	120904	dito, 27 cm ø	3
⑮	0145	32	07	00	090665	Salad servers with black knob, 32 cm	5
⑯	0143	14	12	02	124810	Set of small bowls, 2-pcs., 14 cm ø, white ring	3
⑰	0143	21	12	00	120997	Salad bowl with white ring, 21 cm ø	3
⑱	0143	24	12	00	120874	dito, 24 cm ø	3
⑲	0143	27	12	00	120911	dito, 27 cm ø	3
⑳	0145	32	12	00	121048	Salad servers with white knob, 32 cm	5
㉑	0153	14	00	02	121192	Set of small bowls, 2-pcs., 14 cm ø	3
㉒	0153	18	00	02	123431	dito, 18 cm ø	3
㉓	0159	22	00	00	066813	Salad bowl, 22 cm ø	6
㉔	0159	25	00	00	038070	dito, 25 cm ø	3
㉕	0159	30	00	00	038131	dito, 30 cm ø	3
㉖	0159	35	00	00	038193	dito, 35 cm ø	3
㉗	0149	23	00	00	057217	Salad servers, 23 cm	10
㉘	0149	30	00	00	057224	dito, 30 cm	5
㉙	0169	25	00	00	115344	Salad set, bowl 25 cm ø with servers 30 cm	1
㉚	0169	30	00	00	115337	Salad set, bowl 30 cm ø with servers 30 cm	1
㉛	0159	25	84	00	120713	Salad bowl, 25 cm ø, transp.-blue	3
㉜	0159	30	84	00	121086	dito, 30 cm ø	3
㉝	0159	35	84	00	121109	dito, 35 cm ø	3

## **EXHIBIT 2**

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Allio moscato d'ind	Arctiko linoosko	11
Schweinefleisch	0.5 x	
Arctiko linoosko	305	ooc
projiizierter Flauto	531	qes
Hochglanzlackur		
Kettorlatz		PMAA
Toleranz nach 130 DIN 16801		

PAID  
1801

2/15/2008

1. School name 2. School address 3. School telephone 4. School fax 5. School e-mail 6. School website		7. School type 8. School level 9. School year 10. School month 11. School day 12. School time		13. School name 14. School address 15. School telephone 16. School fax 17. School e-mail 18. School website	
19. School name 20. School address 21. School telephone 22. School fax 23. School e-mail 24. School website		25. School name 26. School address 27. School telephone 28. School fax 29. School e-mail 30. School website		31. School name 32. School address 33. School telephone 34. School fax 35. School e-mail 36. School website	



## **EXHIBIT 3**

emsa

EMSA-FRANCE SARL - 5, rue Masseran 75007 Paris

Sté Joly Marion  
Monsieur Dimitri Joly  
Domaine des Girards  
Le Chateau  
F 38250 Lans en Vercors

Urgent

EMSA-France SARL

Siège Social  
5, rue Masseran  
75007 Paris

Service Commercial  
8, Avenue Wilson  
92400 Chateaufort  
Tél. 01 21 63 40 86  
Fax 01 21 63 41 88

12.08.1997

mro

Concerne: Saladiers double parois (30 cm)

Monsieur,

Nous vous remercions vivement pour votre visite en nos locaux.

Suite à nos différents entretiens, nous avons le plaisir de vous communiquer ci-après nos meilleures conditions pour l'approvisionnement des saladiers double parois.

Désignation : Saladiers double parois (30 cm) selon schéma joint en annexe

Quantité à commander : 30.000 unités

Prix FF net HT : 44,80 FF

(dont 7,80 FF modifications techniques selon vos souhaits)

Le prix a été calculé au plus juste pour une commande globale et ferme de 30.000 unités. Si la quantité convenue n'était pas atteinte, nous nous verrons dans l'obligation de vous facturer proportionnellement au nombre de pièces livrées, la part du prix correspondant à la modification technique. (soit  $(30.000 - \text{quantité livrée}) \times 7,80$ )

Prix NET en francs HT

Délai de livraison : livraison des premiers échantillons  
7 à 8 semaines à réception de commande dès réception de commande  
30.000 pièces livrables en six fois (cadence de 5.000 unités).  
Calendrier des livraisons à déterminer.

emsa

Les prix s'entendent "Départ usine".

Conditions de paiement : règlement avant livraison avec 4% d'escompte ou  
lettre de crédit irrévocable et certifiée.

Nous espérons que notre proposition et nos produits retiendront toute votre attention.  
Restant à votre disposition pour tous renseignements complémentaires, nous vous  
présentons, Monsieur, nos meilleures salutations.

EMSA France

Bon pour accord

Joly Marion

Lettre en Vercors, le

16/04/37

Manuel Kufinke

Marie-Rose Chazzy

Dimitri Joly

Bon pour accord avec cependant un point à  
régler au contact.

Après de 35 000 pièces le 7,80 Fr ne sont  
plus connus.

Sous réserve d'acceptation du plan.

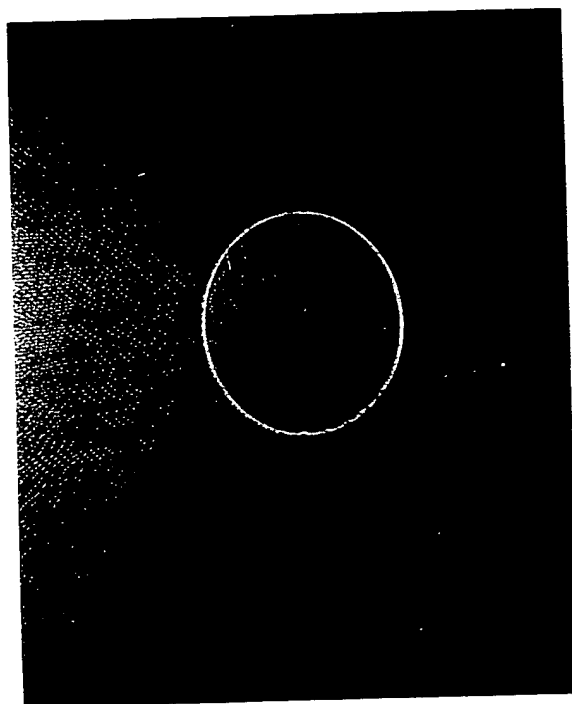
## **EXHIBIT 4**

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## **EXHIBIT 5**



**EXHIBIT 6**

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# maison & objet le catalogue

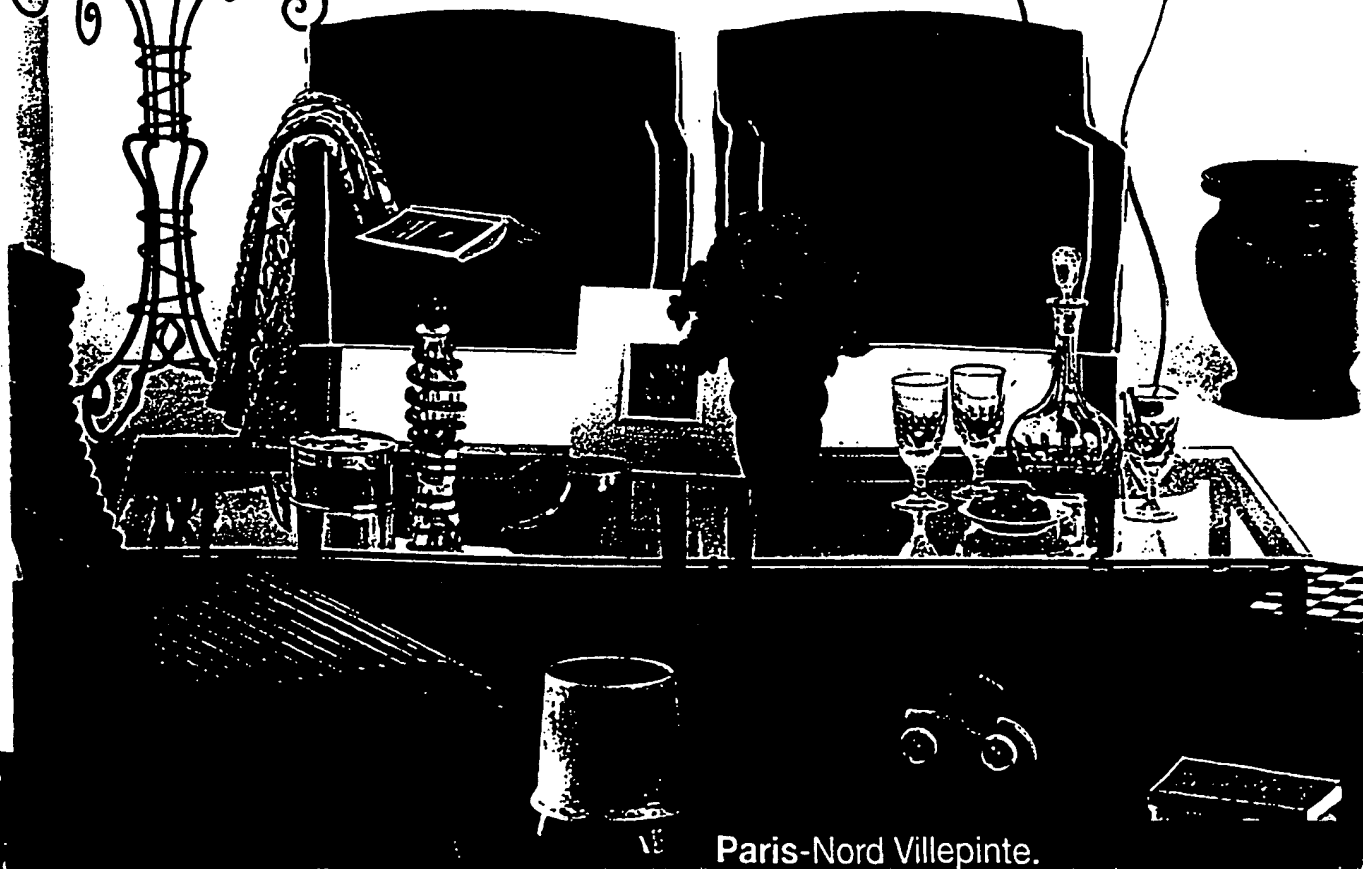
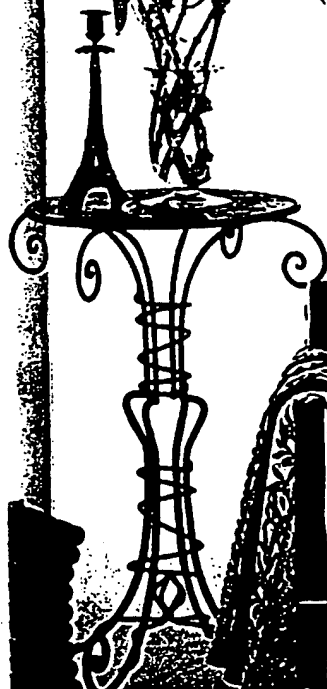
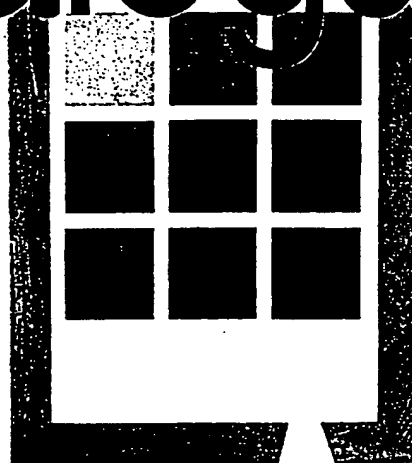
Salon International de la décoration, du cadeau et des arts  
de la table. Réservé aux professionnels

International home decoration, giftware and tableware trade  
exhibition. For trade only

Internationale Fachmesse für wohnaccessoires,  
Geschenke und den gedeckten Tisch. Nur für Fachbesucher

janvier / January / Januar 97.

le catalogue



0 FF  
Salon  
ion price

Paris-Nord Villepinte.

## CHRISTOPHE JOLY

Côté déco  
Interior decoration  
HALL 5 STAND S14 / HALL 5 STAND T11  
Z.I. du Savoy - 25, avenue de Montboulton  
77165 Saint-Soupplets - France  
Tél : (33) 01 60 01 37 80 - Fax : (33) 01 60 01 38 61

Show-Room :  
Z.I. Les Estroublans - Le Forum 42, 2<sup>e</sup> Avenue  
13127 Virolles - France

Meubles anciens en pin de style anglais. CHRISTOPHE JOLY met à votre disposition sa sélection de bonnetières, commodes, buffets, vaisseliers, vitrines... un vaste choix de meubles, une patine et une restauration de qualité à des prix très attractifs.

Old English-style pine furniture. CHRISTOPHE JOLY introduces his selection of hosiery, bureaux, buffets, dressers and glass cabinets. A wide choice of expertly restored furniture with high-quality patinas at very attractive prices.



## JORELLE

Jeu-jouet  
Toys-Games  
HALL 6 STAND O4  
Zone artisanale - Rue de la Vierge  
27660 Bèzu - Saint-Eloi - France  
Tél : (33) 02 32 55 07 67 - Fax : (33) 02 32 55 49 69  
Contact : M. JORELLE

Depuis 1864, les Ets JORELLE réalisent, dans la plus pure tradition, des jeux en bois, d'adresse et de plein air. Croquets, établis, tonneaux, chariots, quilles, brouettes, animaux à bascules, etc. Ces jeux s'inscrivent dans le patrimoine culturel européen.

Since 1864 Ets JORELLE has been using traditional methods to make wooden games, games of skill and outdoor games. Croquet, leapfrog, wagons, skittles, wheelbarrows, animal swings and more. These games are a part of Europe's cultural heritage.



nouvel exposant / new exhibitor

## JOLY MARION

Cadeau  
Gift  
HALL 6 STAND P40  
Domaine des Grands - Le Château -  
38250 Lans-en-Vercors - France  
Tél : (33) 04 76 94 80 24 - Fax : (33) 04 76 94 90 25  
Contact : M. Dimitri JOLY / Mme MARION Mynam

Fabrication de plateaux fleuris utilisés comme articles d'art de la table. Dessous de plat, plateau à fromage, horloge et couverts. Une collection naturelle haute en couleur.

Makers of flower-bedecked trays used as tableware accessories, hotplates, cheese platters, clocks and place settings. A natural, colourful collection.



## JOPEK CADEAUX DIFFUSION (SARL J.C.D.)

Cadeau  
Gift  
HALL 6 STAND Q31  
SARL J.C.D.  
9 bis, rue de Sars-Poteries  
29216 Beugnes - France  
Tél : (33) 03 27 61 54 54 - Fax : (33) 03 27 61 71 71  
Contact : M. Daniel JOPEK

Verrerie fantaisie pour le décor de la table. Articles de verre pour fleuristes, vases de couleur, fer forgé utilitaire et décoratif, cadeaux divers.

Novelty glassware for table decoration. Glass items for florists, colour vases, useful and decorative wrought iron and a wide variety of gifts.



## JOSÉ HOUEL

Scènes d'Intérieur  
HALL 4 STAND C34 / HALL 4 STAND D33  
ESSENTIEL MAISON  
8, rue Jean Varenne  
75018 Paris - France  
Tél : (33) 01 42 62 16 12 - Fax : (33) 01 42 23 73 94  
Contact : M. HOUEL

Le linge de table haut de gamme est la spécialité de JOSÉ HOUEL. Des produits de qualité, des matières originales ou naturelles, un style plein de créativité.

JOSE HOUEL specialises in deluxe table linen. Quality products, original and natural materials and a creative style.

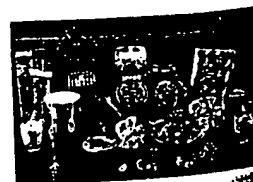


## JOSKA

Senteurs - Bains  
Fragrances  
HALL 5 STAND E52  
- JOSKA - OKIASIS S.A.R.L.  
31, quai de l'Horloge  
75001 Paris - France  
Tél : (33) 01 46 33 06 67 - Fax : (33) 01 46 34 76 44  
Contact : Mme POLITIS

Parfums pour la maison subtils et raffinés (bougies, spray d'ambiance, brûle-parfum, pot-pourri, cage à pierres, cage à bougie, sachets).

Subtle and refined household scents including candles, air fresheners, perfume burners, pot-pourris, stones in cages, candles in cages and sachets.



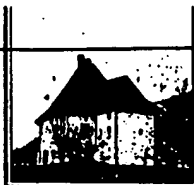
## **EXHIBIT 7**

Château des Girards  
3250 - LANS EN VERCORS

RANCE

él. +33 04 76 94 90 24

ax +33 04 76 94 90 25



# Joly Marion

s.a. JOLY MARION  
au capital de 2 400 000  
SIRET 441 818 628 000  
RCS Grenoble B 411 818 628  
NAF 366 E  
TVA FR 70/441 818 628

FACTURE N° 968789			SPLENDORS OF VER SAUVAGES		
Représentant	Date	N° Client	PO BOX 74	JACKSON MISSISSIPPI	
EH	12/06/98	019790	USA - 3922	ETATS UNIS	
Code	Désignation	Quantité	PU. Brut	PU. Net	Montant C.T.
	COMMANDE FAX DU 01/05/98 - LIVRAISON SEMAINE 24				
	LISTE DE COLISAGE				
	PROFORMA 965602 du 26/05/98				
1	VERMOREL (D 30)	6 P	215.00		1290.00
2	VERMOREL (D 30)	6 P	215.00		1290.00
3	VERMOREL (D 30)	6 P	215.00		1290.00
4	VERMOREL (D 30)	6 P	215.00		1290.00
5	VERMOREL (D 30)	2 P	215.00		430.00
6	TOISE (116X110)	30 P	175.00		5250.00
7	TOISE	20 P	175.00		3500.00
8	MINI-TOISE (56X10)	50 P	105.00		5250.00
9	MINI-TOISE (56X10)	30 P	105.00		3150.00
	REGULARISATION SUR FACTURE	1 P	918.72		918.72
	12/06/98				
	LIVRAISON SEMAINE 24				
	TRANSPORT EFFECTUE PAR VOTRE TRANSITAIRE : LP ART				
	INCOTERM : EX-WORKS				
	MODE DE PAIEMENT : VIREMENT BANCAIRE FRANCS FRANCS				
	DECREMENT : ANTICIPE - 5%				
	PAYS D'ORIGINE : FRANCE - ARTICLES EN PLEXIGLAS				
	ET FLEURS SECHEES				
	NOBRE DE COLIS : 7				
	Poids 141 KG				
	COMPTES POUR PAIEMENT SOUS 10 JOURS : 2%				
	LES RETENUES SONT LIVRES UNIQUEMENT SUR COMMANDE				
	REMISE CEE		22740.00	-5.00%	
			TOTAUX		

150  
100  
50  
0

Conditions de règlement

Paiement sur facture par VIREMENT BANCAIRE  
Au 12/06/98

22338,70  
8661 NINE 67  
12/06/98



## **EXHIBIT 8**

ax + 33 | 04 76 94 90 25

# Joly Marion

S.A. JOLY MARC  
au capital de 2 400 000  
SIRET 411 818 628 000  
RCS Grenoble B 411 818 628  
NAF 366  
TVA FR 70/411 818 628 000

[illegible]

### Condiții de înțelegere

3512, 26  
1610-98

ANCE

x +33 04 76 94 90 25



# Joly Marion

S.A. JOLY MARION  
au capital de 2 400 000 F  
SIRET 411 818 628 00017  
RCS Grenoble B 411 818 628  
NAF 366 E  
TVA FR 70/411 818 628 00017

FACTURE N° 10222			FORMALIN - FROVENE - 1990			
Représentant			Date			
N° Client			N° de la facture			
N° de la facture			N° de la facture			
N° de la facture			N° de la facture			
Code	Désignation	Quantité	PU, Brut	PU, Net	Montant	C.T.
1	SAISON (D.30)	3	P	05.00	150.00	
2	SAISON (D.30)	3	P	05.00	150.00	
3	SAISON (D.30)	390	P	215.00	83850.00	
4	SAISON (D.30)	375	P	215.00	80625.00	
5	SAISON (D.30)	35	P	215.00	7525.00	
6	SAISON (D.30)	150	P	215.00	32250.00	
7	SAISON (D.30)	66	P	215.00	14190.00	
8	SAISON (D.30)	58	P	215.00	12470.00	
9	SAISON (D.30)	13	P	215.00	2795.00	
10	SAISON (D.30)	380	P	85.00	32300.00	
11	SAISON (D.30)	350	P	85.00	29750.00	
12	SAISON (D.30)	36	P	85.00	3060.00	
13	SAISON (D.30)	130	P	85.00	11050.00	
14	SAISON (D.30)	70	P	85.00	5950.00	
15	SAISON (D.30)	55	P	85.00	4675.00	
16	SAISON (D.30)	117	P	89.00	10513.00	
17	SAISON (D.30)	165	P	89.00	14685.00	
18	SAISON (D.30)	25	P	89.00	2225.00	
19	SAISON (D.30)	62	P	89.00	5518.00	
20	SAISON (D.30)	45	P	89.00	4005.00	
21	SAISON (D.30)	32	P	89.00	2848.00	
22	SAISON (D.30)	145	P	89.00	12905.00	
23	SAISON (D.30)	100	P	89.00	8900.00	
24	SAISON (D.30)	20	P	89.00	1780.00	
25	SAISON (D.30)	62	P	89.00	5518.00	
26	SAISON (D.30)	35	P	89.00	3115.00	
27	SAISON (D.30)	37	P	89.00	3293.00	
28	SAISON (D.30)	60	P	89.00	5340.00	
29	SAISON (D.30)	52	P	89.00	4628.00	
A REPORTER				TOTAL		

TOTAUX

**Conditions of replacement**

4-13-51 219  
864 SW 10  
1000

39 129 196 29 410 V  
126 10 98

Château des Girards  
8250 F - LANS EN VERCORS

RANCE

Tél. +33 04 76 94 90 24

Fax +33 04 76 94 90 25



# Joly Marion

S.A. JOLY MARION  
au capital de 2 400 000  
SIRET 411 818 628 000  
RCS Grenoble B 411 818 62  
NAF 356  
TVA FR 70/411 818 628 000

Représentant	Date	N° Client
SE		
VER		

Code	Désignation	Quantité	PU. Brut	PU. Net	Montant	Ct
72	ARTICLE 1011	17	P	65.00	1105.00	
71	ARTICLE 1011	25	P	65.00	1625.00	
70	ARTICLE 1011	11	P	65.00	715.00	
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68	ARTICLE 1011	80	P	75.00	6000.00	
67	ARTICLE 1011	32	P	75.00	2400.00	
66	ARTICLE 1011	8	P	75.00	600.00	
65	ARTICLE 1011	10	P	75.00	750.00	
64	ARTICLE 1011	11	P	75.00	825.00	
63	ARTICLE 1011	7	P	75.00	525.00	

ORDRE DE SEMAINE 36  
TRANSPORT EFFECTUE PAR VOTRE TRANSITAIRE : TECHNOLOG  
MODERN WORKS  
MODE DE Paiement : VIREMENT BANCAIRE FRANCS FRANCO  
PAIEMENT AU COMPTANT - 20% REMISE GLOBALE  
ARTICLES EN FRANCE - ARTICLES EN PLEXIGLAS  
ET FLEURS SECHEES  
QUANTITE DE PALETTES : 107 SOIT 18 PALETTES  
Poids : 1620

Remise pour paiement sous 10 JOURS : 2%  
Les livraisons sont livrées UNIQUEMENT SUR COMMANDE

527440.00 -20.00%

TOTAUX

Conditions de paiement : Paiement sur facture à 30 JOURS

39/23/19629  
15/3/94  
10/10/94

39/23/19629  
10/10/94  
10/10/94

## **EXHIBIT 9**

noting the shape of the piece.

**NEW YORK**—Alternative metal manufacturer Nambé enters the crystal category at the New York Spring Tabletop Show this week.

After three years of design development, the Santa Fe, N.M.-based company brings the sleek, sophisticated lines it is known for in alternative metal to its new crystal designs.

Expanding into crystal was not a tremendous leap for the company since crystal creation is similar to the creation of alternative metal, explained Bob Borden, vice president of sales and marketing. "We felt the medium—a molten material, shaped in molds—was very similar to what we do in our metal," he said. "We felt our customer would gravitate to a modern, clean, fresh line of crystal."

"We did our homework on this one," he continued.

features clear, uncut, strong shapes. Motus is gray cut, for an unpolished look. Free-form, graffiti-like cuts swirl around

the pieces. Motus is Latin for "movement and rebellion." Finally, Linea, "line or boundary" in Latin, has simple cuts that

noting the shape of the piece.

Pieces will range in retail price from \$35 for a votive to \$296 for a 14-inch bowl. Borden described the price points as "right where we needed to be in crystal."

Nambé crystal has already launched at Bloomingdale's on

the East Coast, at Dayton Hudson and Marshall Field's, and at Macy's West, as well as in a dozen specialty stores. Pieces will ship in mid-summer.

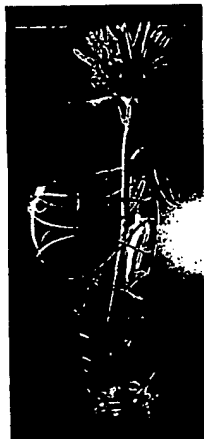
Nambé will launch alternative metal pieces at the October market. ▲

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[illegible]

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NEW YORK, N.Y.

DON'T MISS THE NEW YORK TABLE TOP MARKET AT 2435 4<sup>TH</sup> AVENUE



### Marketing Strategy

**"People who know our product gravitate towards this."**

Borden said the Nambé metal look translates well into crystal. "They play off each other well. It looks like Nambé."

There are three lines in the collection, designed by Karim Rashid and Neil Cohen. Clarus, Latin for "clear and simple,"

# Licensed Products Lead Enesco Introductions

By Sharyn Bernard

NEW YORK—Enesco Corp. is turning its strength in the licensing market to home accents and tabletop for this week's New York Spring Tabletop Show.

"I think the biggest trend in the market is licensing," said Kathy Cook, divisional vice president of the home gallery for Enesco. "There's more and more licensing in the home accent industry. Enesco has already been there in other categories. It's natural that we at Enesco for home accents would turn to licensing. It helps us because we're the new kids on the block [in home accents]."

Key lines include the Winterthur Collection, the Julie Ueland Collection, the Country Living magazine collection, the Julia Junkin collection and the Mary Engelbreit Collection.

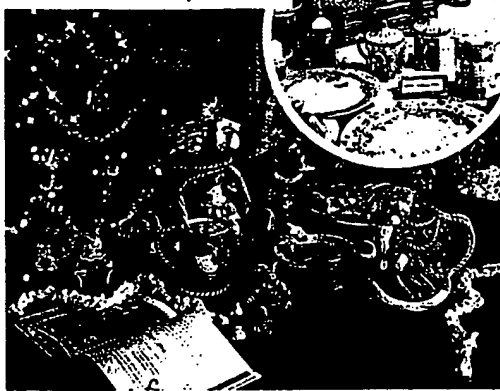
"That's another strong suit we have at Enesco, and that's being able to find individual artists who bring to the marketplace a unique style and something different. We know the customer who buys it is looking for something unusual."

Enesco has relied on its designer lines to change consumer perception of Enesco as it relates to home accents and tabletop. "People identify Enesco as a collectible company. There's a lot more that Enesco is all about. We understand licenses and understand artists. Those are core features that can be translated to home accents as well. We're tying this in to the new venture." The home accent line is actually about five years old, but it's being refined and focused, she added.

In the Winterthur Collection, the Latemer collection fea-

tures climbing rose vines and butterflies that are based on the gardens of the Winterthur Museum. The garden gazebos are replicated in teapot, sugar and creamer form. The grouping includes plates, mugs, candleholders, vases and boxes. Each piece ranges at retail from \$7.50 to \$100.

The Julie Ueland Collection has four designs. The scenery of the Pacific Northwest inspires shorelines. The line of candleholders, planters, soap dishes, toothbrush holders and picture frames features colored fish and shells, depicted with a splattering technique. Retail



Mary Engelbreit Believe collection, above; Winterthur Latemer collection, inset top; Hydrangeas collection, below.

prices range from \$6 to \$90. Hydrangeas features Hydrangea flowers in lavender and sage. This line of tabletop and home accent pieces retails for \$7.50 to \$60.

Snowman is a 25-piece holiday collection featuring an image of a jolly man made of snow, with red and green plaid accents and paint splattering against a cream background. The line features plates, mugs, cookie jars, napkin holders and planters. The grouping also includes table linens. Retail prices range from \$4 to \$60. Holly Berry is another holiday design with traditional images of holly and greenery. The tabletop line retails for \$5 to \$175.


The Country Living collection features gift, collectible and home accent products based on the country-oriented magazine. The collection has two lines. Country Living features simple patterns of checks, stripes and flowers in a French country palette of soft blue and yellow with touches of green. Country Living Holiday features a red and mint-green palette, with snowflakes, striped and checked accents for holiday tabletop decorating. Tabletop and decorative items in both lines retail for \$10 to \$200.

The Julie Junkin line takes Junkin's experience in hand-



printed swirl designs to gift, collectibles and home accents. Still Life features fruit designs in orange, yellow, blue and green. The collection includes tabletop, floral, housewares and home accessories. Items retail for \$10 to \$75. Wine and Harvest is a 20-piece set featuring wrought-iron wine holders and wooden home accents. The line uses wine and grape motifs in rich earth colors. Items range at retail from \$12.50 to \$75.

The Mary Engelbreit Collection is focused on Engelbreit's popular cherry motif. The tabletop grouping features plates, mugs, a teapot, a spoon rest, a sugar bowl and creamer, a pitcher, mixing bowls, canisters, cake and pie plates, a cookie jar, a lotion dispenser and salt and pepper shakers. The line retails for \$12.50 to \$60. A



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## **EXHIBIT 10**

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# Cadeaux magazine

LE GUIDE DE VOS FÊTES DE FIN D'ANNÉE

*Traditions*

*Mode*

*Conseils Beauté*

*Idées Cadeaux*

*Gastronomie*

*Savoir-Vivre*

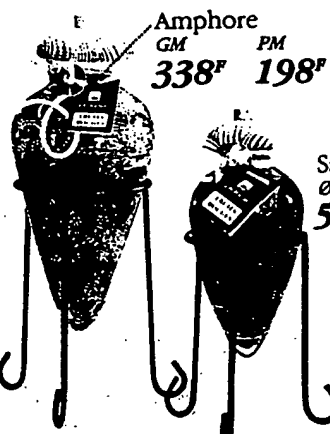
*Trucs et Astuces*



# PAQUET JARDIN



## [ Décoration de la Maison ]

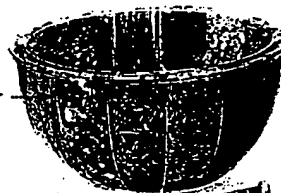


Amphore  
GM PM  
338<sup>F</sup> 198<sup>F</sup>

Saladier  
Ø 30  
510<sup>F</sup>

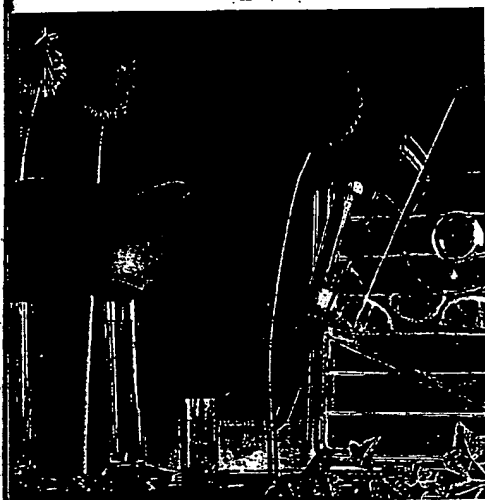
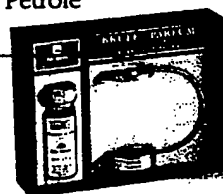
Couverts à  
Salade  
195<sup>F</sup>

## JOLY MARION



Meuble  
Boulangère  
Ivoire  
ou Noir  
73 x 40 x 109  
1350<sup>F</sup>

Brule Parfum pour  
Lampe à Pétrole  
112<sup>F</sup>



Plateau à Fromage  
Rectangulaire  
avec Couvercle  
385<sup>F</sup>

Couteau  
à Fromage  
89<sup>F</sup>

Lampe à Pétrole  
Tulipe  
PM  
248<sup>F</sup>



Une  
Collection  
Superbe  
de Tissus  
d'Intérieur

## VENT DU SUD

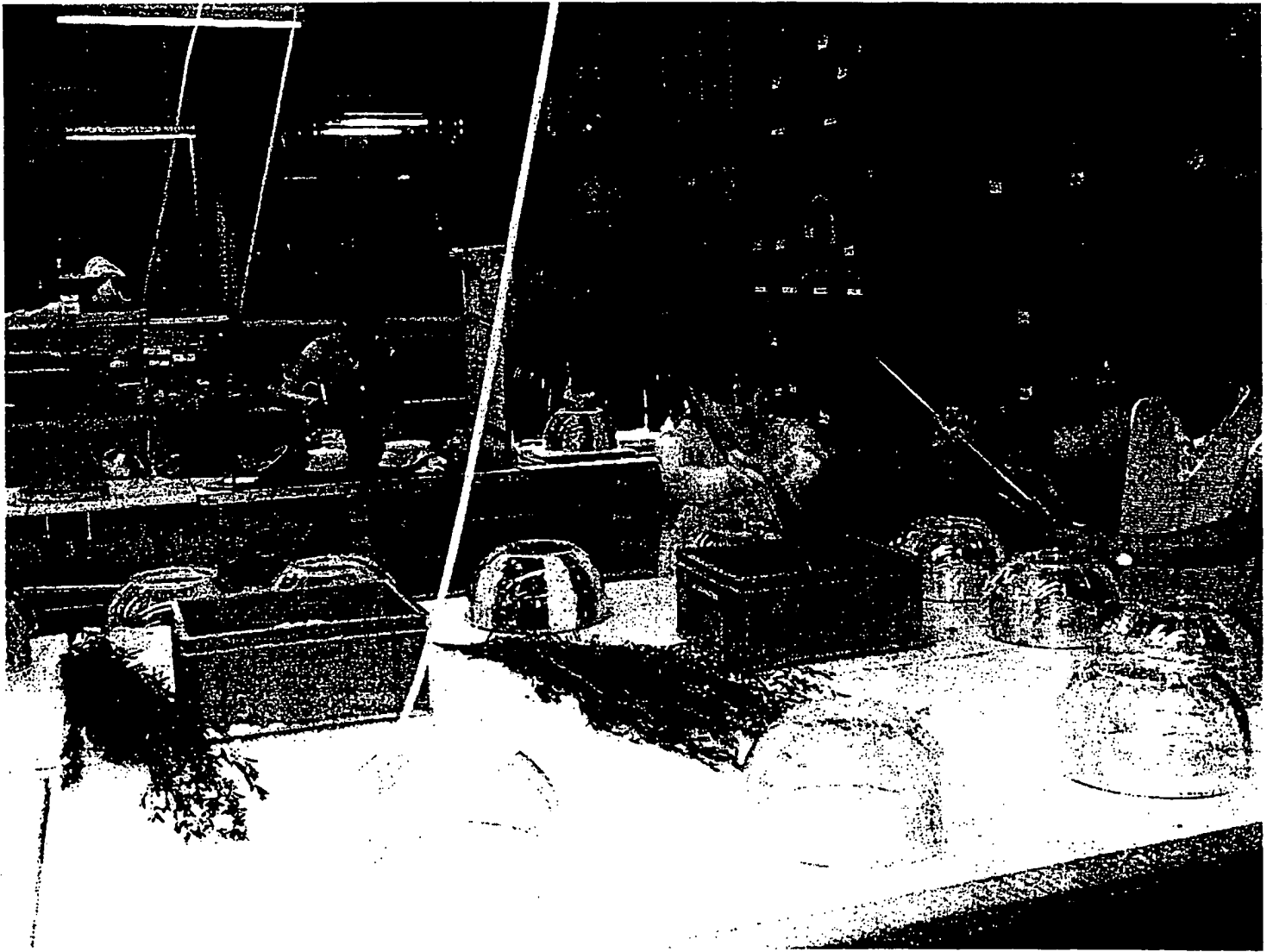
Plateau Aquarelle avec Poignée  
46 x 32 190<sup>F</sup> 52 x 38 216<sup>F</sup>



Ligne  
Vaisselle  
Bleue  
Jaune Vert  
Crème  
Assiette plate  
43<sup>F</sup>



## **EXHIBIT 11**



## **EXHIBIT 12**



Joly Marion

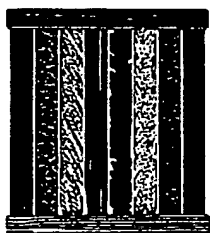
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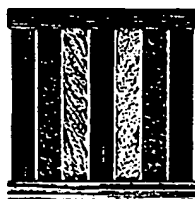
COLLECTION 2002

safari

Parfums Vanille Épicée



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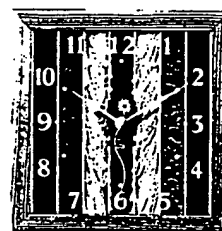
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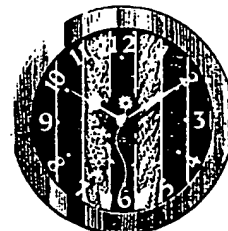
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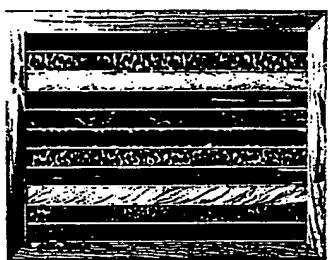
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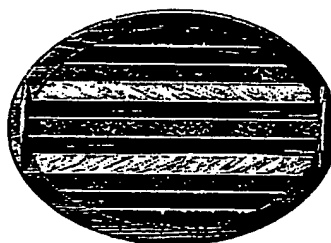
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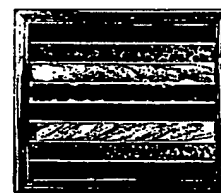
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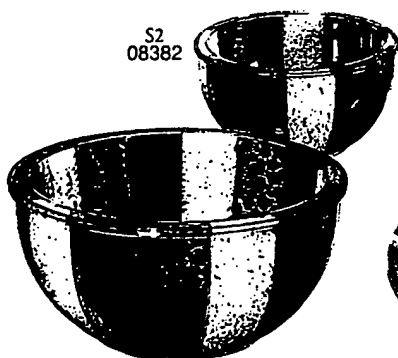
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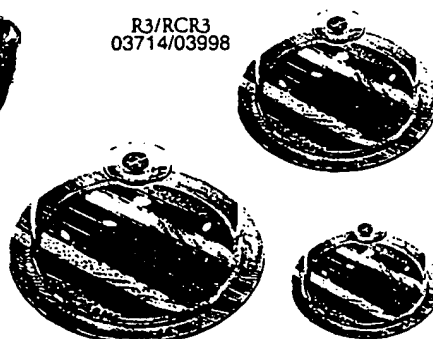


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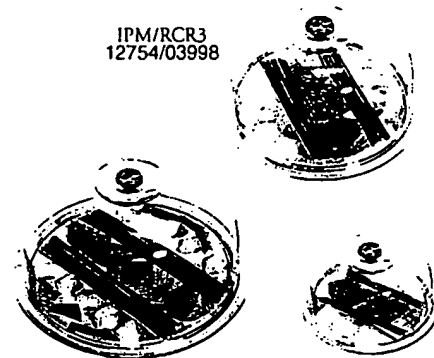
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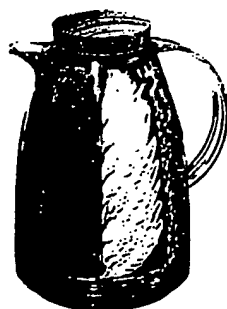
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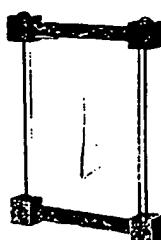
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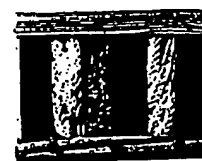
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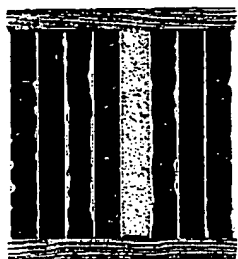
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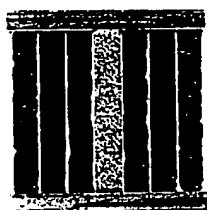
COLLECTION 2002

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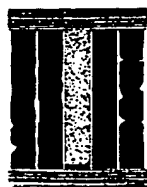
Parfums Gannelle Orange



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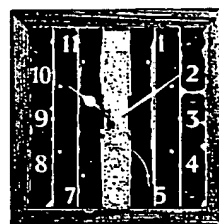
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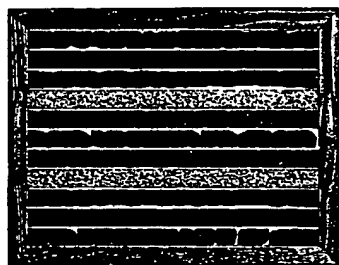
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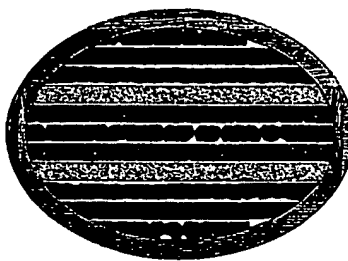
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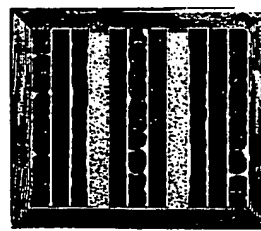
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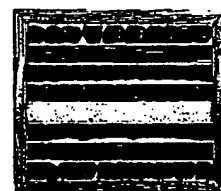
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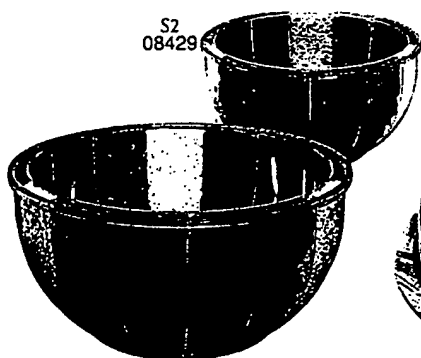
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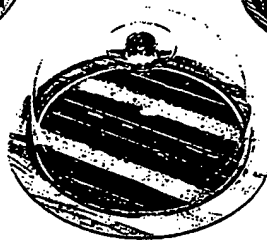


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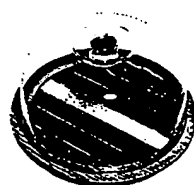


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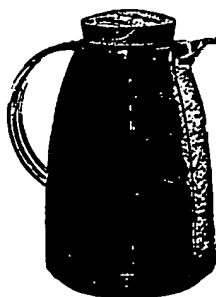


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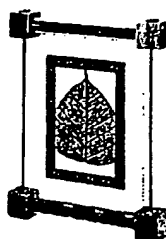
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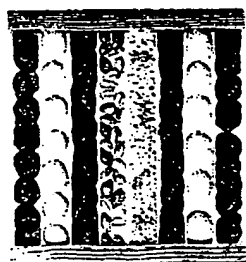
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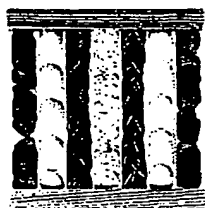


marine

*Parfum Marine*



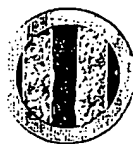
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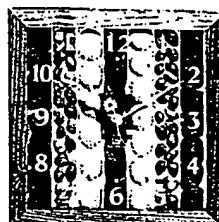
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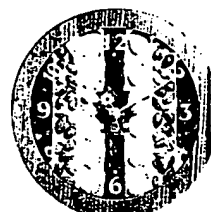
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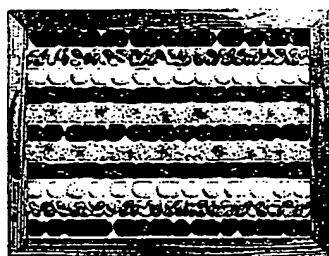
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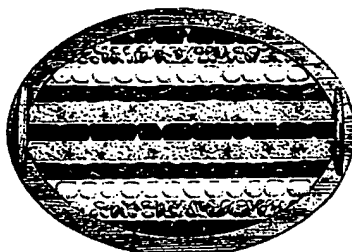
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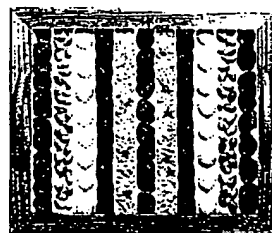
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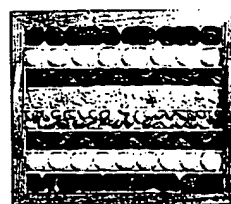
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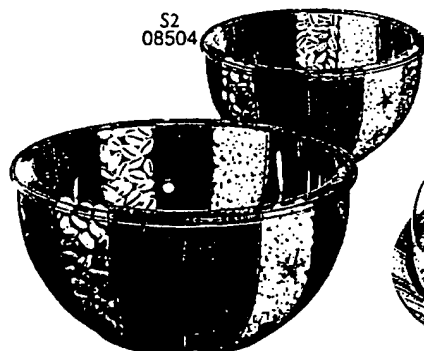
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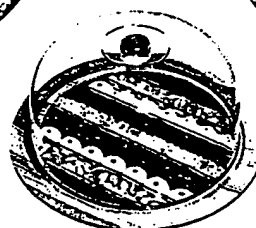
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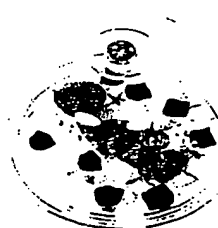
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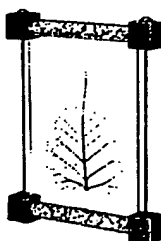
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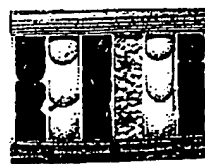
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